A. P. Groll
Account Manager
Voice Mail #51565

November 5, 1997

To: Melvin Gomez
Re: Work-With / 11/5/97

Dear Melvin,

I truly enjoyed our work-with today. It was a real pleasure to work with a representative who knows his accountabilities, approaches them systematically and seems to genuinely enjoy what he's doing. I was particularly impressed with the way you handled the permanent counter displays in the stores we contacted. While we found no serious compliance problems, you loaded labeled and priced each display. I emphasize "priced" because it is such an important thing to do; but you obviously don't need me to tell you that - you're doing it in every call!

As we discussed, you might want to check with John and Artie regarding the amount of product that should be stickered in each call. In some instances there appeared to be allot to sticker - John or Artie can clear this up for you. Although certainly a very low priority, you might give some thought to updating some of the lighted ppd signs in your stores. As we agreed, we might as well use the inventory that we have on these pieces while we still can.

Once again Melvin, I had a great day! The advertising work I saw today on Kings Highway makes it clear to me that you take a great deal of pride in your assignment and your company. Today was, for me, time very well spent. I look forward to working with you again. If I can be of any assistance to you , please do not hesitate to voice-mail me.

Sincerely,
Art Groll

cc: J. Feltman
J. Guaneri

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Source: https://www.industrydocuments.ucsf.edu/docs/qtyn0000